

Message Text

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PAGE 01 PRAGUE 01530 131245Z
ACTION EUR-12

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R 131156Z JUN 78
FM AMEMBASSY PRAGUE
TO USDOC WASHDC
INFO SECSTATE WASHDC 5554
AMEMBASSY BERLIN
AMEMBASSY SOFIA
AMEMBASSY VIENNA

UNCLAS PRAGUE 1530

E.O. 11652: N/A
TAGS: BEXP, CZ
SUBJECT: PROCESS CONTROLS TSS, PRAGUE, JUNE 8-13, 1978

1. PROCESS CONTROLS TSS OPENED JUNE 8 WITH AN AUDIENCE OF APPROX. 40 PERSONS. EMBASSY INTERPRETS LIGHT TURNOUT AS A POLITICAL GESTURE INDICATIVE OF CZECHOSLOVAK ESTIMATE OF CURRENT STATE OF RELATIONS. TSS PARTICIPANTS GENERALLY UNDERSTANDING.

2. HOWEVER, EMBASSY RECEPTION ON SAME DAY PROVED MOST USEFUL IN ALLOWING TSS PARTICIPANTS AND CZECHOSLOVAK OFFICIALS TO HOLD INFORMAL DISCUSSIONS. EMBASSY'S COMMERCIAL STAFF MADE SEVERAL APPOINTMENTS FOR TSS MEMBERS. THESE ALONG WITH THOSE MADE AT RECEPTION WERE EXTREMELY USEFUL TO PARTICIPANTS, AND THEY WERE PLEASED WITH EMBASSY SUPPORT.

3. IT IS INFORMALLY REPORTED THAT GPE ENTERED INTO A PRELIMINARY DISCUSSION FOR A DLRS 80,000 SALE OF SPARE PARTS. IF THIS CONTRACT IS CONSUMMATED, IT WOULD REPRESENT AN OFF-THE-FLOOR SALE BY A NEW-TO-MARKET COMPANY.

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4. HONEYWELL, AGAIN MENTIONED INFORMALLY, HAS BEGUN DISCUSSIONS ON A LARGE COMMERCIAL VENTURE AND IS SENDING ITS MANAGING DIRECTOR FROM THE U.K. TO CONTINUE THE NEGOTIATIONS.

5. OVERALL, THE TSS PARTICIPANTS ARE PLEASED WITH

THE RESULTS OF THEIR PARTICIPATION AND HAVE BEGUN
OR CONTINUED SOME PROMISING TALKS.

6. FERRIS, GPE CONTROLS, HAD TO DEPART THE SEMINAR
ON JUNE 10 TO ATTEND THE POSNAN FAIR DUE
PRESENCE THERE OF LARGE DELEGATION ARRIVING EARLY.
SEMINAR CHAIRMAN LANGE WILL GIVE GPE PRESENTATION
IN SOFIA.
BYRNE

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NNN

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